End to End Vehicle Solutions

Zenith is the only true end to end vehicle solutions provider. One of our key strengths is that we provide all core services in house, including maintenance, accident management and vehicle hire.

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# Zenith

Intelligent Vehicle Solutions

## Zenith Bank: The Marketing of an Initial Public Offering

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Zenith
Intelligent Vehicle Solutions

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## Intelligent Vehicle Solutions

Andrew Wolff, Business Development Manager

# agenda

- An introduction to Zenith

  - Our customer base

  - Our products and services

  - What makes us different?

- Account Management

- Maintenance Management

- Downtime Management

- Accident Management

- Fuel Card/Mileage Management

- Systems Demo

- Why Zenith?

- Q&A

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# Introduction to Zenith

| | | |
|---|---|---|
| UK's largest independent leasing company | Fleet News 'Leasing Company of the Year 2012' | Continuous independent identity and management team for 20 years |
| Founding value of delivering high quality service remains our unique differentiator | A well established principle of continuous improvement and innovation | 210 employees and 40,000 vehicles under management |
| Concentration on mid to large corporate business only | We are a service and support business in the fleet sector | Unrivalled flexibility of systems and technology |

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# our awards
# & recognition



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Fleet News 'Leasing Company of the Year' Award 2012 - Winner

"

Zenith is growing rapidly but has not lost its focus on customer service. It offers a comprehensive range of products and has never stopped innovating as shown by its new approach to funding and its excellent software system. Zenith is setting the pace in the leasing and fleet management sector.

"

Employee Benefits Awards 2012 'Provider to the Winner' for the 'Most effective travel strategy for business and perk car drivers' award for our Santander UK Car Schemes.

"

This was a very close category and the judges were impressed by the winners 'environmental focus, their CO2 savings, and their inclusivity – along with their great branding.

"

Fleet News ' Leasing Company of the Year' Award 2013 – Winner

"

Last year's winner takes the honours again thanks to showing continuous improvement. Customer service is key, but this is an all-round performer investing in technology that puts fleets in full control of their vehicles and their drivers. Zenith's innovative solutions meet fleets' needs."

"

Best Companies 2 Star Accredited

"

Zenith is Best Companies 2 star accredited, following a confidential, independent survey into employee engagement. The areas assessed by the survey are Leadership, My Manager, My Company, My Team, Wellbeing, Giving Something Back and Fair Deal.

"

# End to End Vehicle Solutions

Zenith is the only true end to end vehicle solutions provider. One of our key strengths is that we provide all core services in-house, including maintenance, accident management and vehicle hire.

We are able to meet the vehicle needs of every employee within an organisation. Some of our competitors focus just on traditional company cars, or on Salary Sacrifice or do not manage all core services in-house. Our customers have different needs and often have diverse fleet requirements. We want to be able to cater for all of them, delivering our Zenith standard high quality service and expertise. Whether that's an all employee solution such as Salary Sacrifice, company cars, cash allowance takers, commercial vehicles or HGVs.

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# OUR CUSTOMER BASE

**bp**

Fleet Size - 2,800
Product - ECO
Status - Sole Supply
Scale - Fully Outsourced

Fleet Size - 2,300
Product - Contract Hire,
Fleet Managed & Accident
Management Only
Status - Sole Supply
Scale - Fully Outsourced

**ATKINS**

**serco**

Fleet Size - 3,600
Product - Contract Hire
Status Sole Supply
Scale - Fully Outsourced

Fleet Size - 1,200
Product - Accident
Management
Status - Sole Supply
Scale - Fully Outsourced

**NG Bailey**

**William HILL**

Fleet Size - 400
Product - Contract Hire
Status - Sole Supply
Scale - Fully Outsourced

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